

Message Text

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ACTION EUR-25

INFO OCT-01 ADP-00 OIC-04 IO-13 CU-04 CIAE-00 PM-07 INR-10

L-03 NEA-10 NSAE-00 PA-03 RSC-01 PRS-01 USIA-12

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INFO AMEMBASSY HELSINKI

C O N F I D E N T I A L USNATO 3082

E. O. 11652: GDS: 12/31/79

TAGS: PFOR

SUBJ: CSCE: UK " EXPLANATORY NOTES" ON BUSINESS INFORMATION,
CONTACTS AND FACILITIES

HELSINKI FOR USDEL CSCE.

REF: USNATO 3060

IN ADDITION TO FRG EXPLANATORY NOTE ON INDUSTRIAL COOPERATION
TRANSMITTED SEPTTEL, UK HAS PREPARED FOLLOWING TWO NOTES ON
BUSINESS INFORMATION AND BUSINESS CONTACTS AND FACILITIES FOR
POSSIBLE TABLING AT FIRST STAGE CSCE. WE HAVE BEEN INFORMED THAT
THESE ARE THE ONLY SUCH EXPLANATORY NOTES BEING CONSIDERED FOR
POSSIBLE DISTRIBUTION BY EC-9 IN HELSINKI ON ECONOMIC ASPECTS
CSCE.

BEGIN TEXT:

BUSINESS INFORMATION.

THE BRITISH DELEGATION, WISHING TO IMPROVE MUTUAL
KNOWLEDGE OF ECONOMIC AND COMMERCIAL DEVELOPMENTS WITH
THE AIM OF PROMOTING TRADE AND THE EXCHANGE OF SERVICES
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BETWEEN PARTICIPATING STATES, PROPOSES THAT THEY SHOULD
STUDY IN DETAIL DURING THE CONFERENCE ON SECURITY AND
CO- OPERATION IN EUROPE,

- THE AMOUNT OF INFORMATION AT PRESENT AVAILABLE ON THEIR RESPECTIVE ECONOMIES, ECONOMIC PLANS AND AVAILABLE MARKET OPPORTUNITIES,
- AREAS IN WHICH THE LACK OF READILY- AVAILABLE INFORMATION HINDERS THE DEVELOPMENT OF TRADE,
- MEASURES WHICH COULD BE TAKEN TO IMPROVE THE PROVISION OF INFORMATION IN THESE AREAS.

BUSINESS CONTACTS AND FACILITIES.

THE BRITISH DELEGATION, BEARING IN MIND THE BENEFITS WHICH THE FURTHER EXPANSION OF TRADE AND THE EXCHANGE OF SERVICES COULD BRING TO PARTICIPATING STATES, PROPOSES THAT STUDY OF FURTHER MEASURES TO DEVELOP COMMERCIAL EXCHANGES SHOULD BE BASED ON THE FOLLOWING GUIDELINES:

1. THE IMPROVEMENT OF CONTACTS BETWEEN THEIR TRADE AND BUSINESS REPRESENTATIVES, PARTICULARLY BETWEEN REPRESENTATIVES OF SELLING AND END- USER ORGANISATIONS.
2. PROVISION OF ADEQUATE FACILITIES TO ACCREDITED COMMERCIAL REPRESENTATIVES OF FOREIGN GOVERNMENT FOR THE EFFECTIVE FULFILMENT OF THEIR TASKS OF TRADE PROMOTION.
3. THE REDUCTION OF ADMINISTRATIVE OBSTACLES TO TRADE, PARTICULARLY WITH THE AIM OF SPEEDING UP THE CONDUCT OF BUSINESS.
4. AGREEMENT TO ALLOW THE ESTABLISHMENT OF PROPER AND ADEQUATE BUSINESS REPRESENTATION FOR INTERESTED FOREIGN ENTERPRISES.
5. AGREEMENT TO ENSURE THAT FOREIGN ENTERPRISES ARE ABLE TO ESTABLISH PROPER AND ADEQUATE AFTER- SALES AND SERVICING FACILITIES.

END TEXT. PRENDERGAST

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